



# Naval Information Warfare Center Atlantic

## 2.0 Contracts Update and Contract Forecast

Tidewater Association of Service Contractors  
**Naval Information Warfare Center  
(NIWC) Atlantic Virtual Industry Day**

16 June 2021

**Mr. Steve Harnig**  
NIWC Atlantic  
2.0 Contracts Competency  
Director

# Overview

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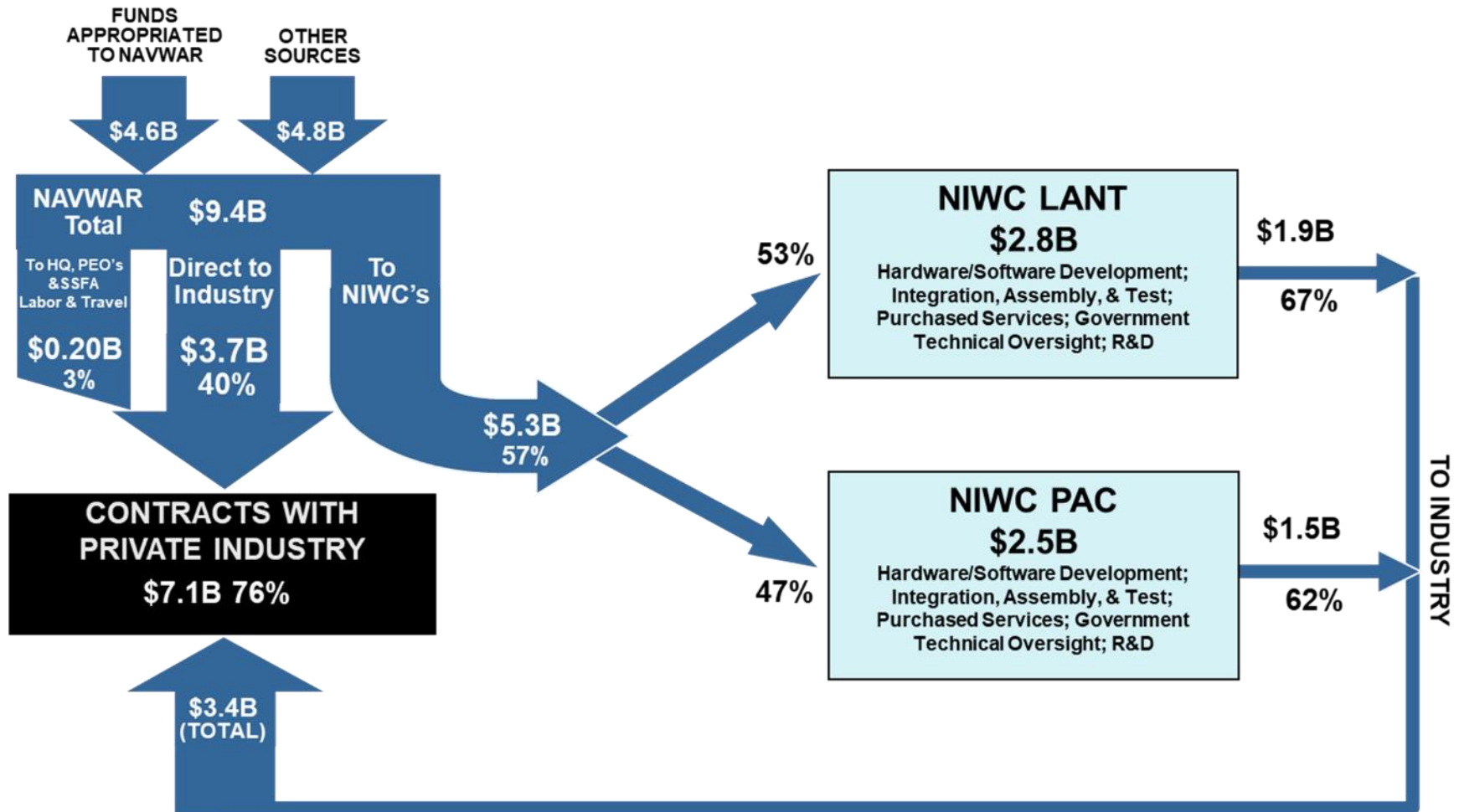
- ▼ Opening Remarks
- ▼ 2.0 Contracts Competency
- ▼ 2.0 Contract Strategy
- ▼ Speed to Delivery
- ▼ COVID 19 Successes
- ▼ Industry Forecast
- ▼ Questions



## **2.0 Contracts Competency**



# MACRO Funds Flow – FY20



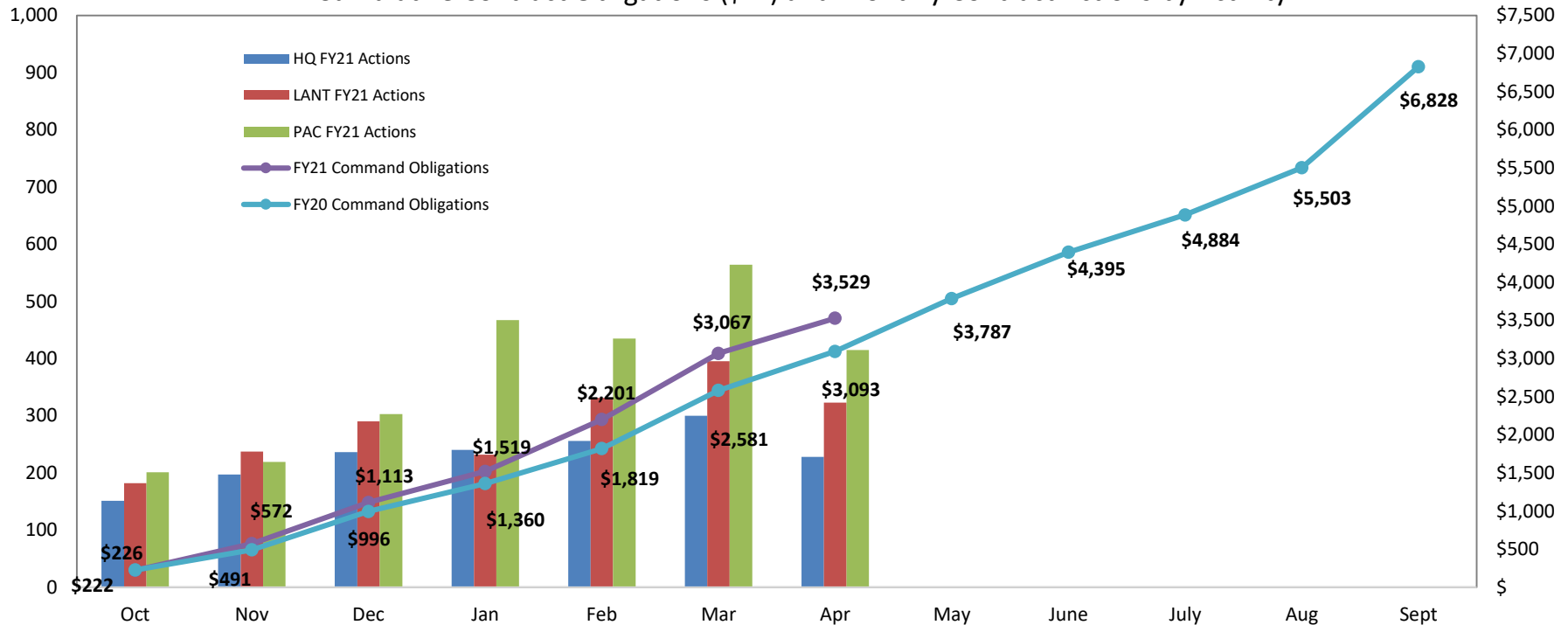
Source: NAVWAR HQ 1.2 Business Analytics Office

NOTES:

- NIWC LANT includes Norfolk and NOLA; NIWC PAC includes PAC General Fund (formerly NCTSI)
- Delta between NIWC Inflow and Outflow to industry is primarily associated w/ NWCF Labor Costs

# Contracting Actions and Obligations

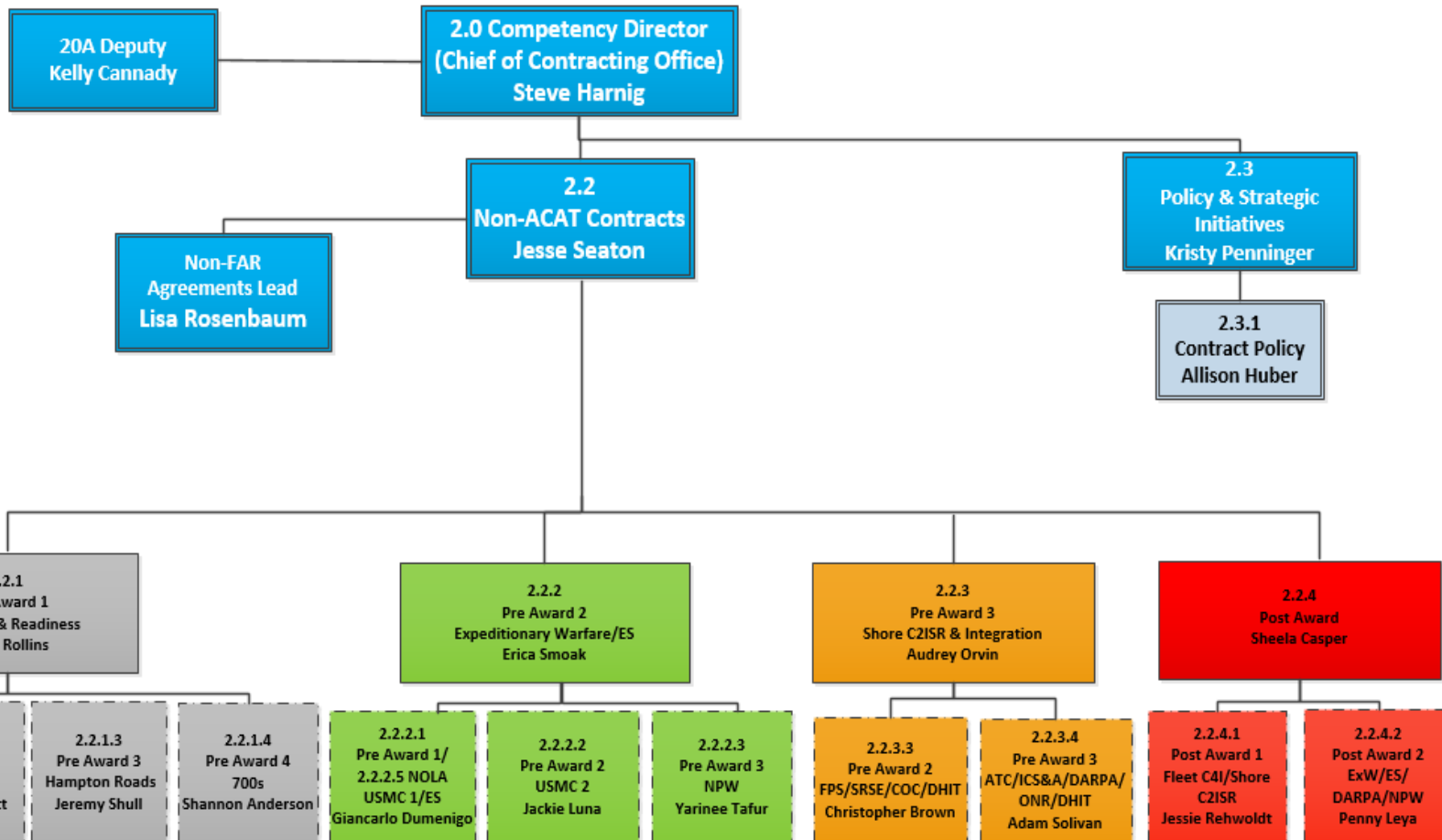
Cumulative Contract Obligations (\$M) and Monthly Contract Actions by Activity



Contracting Office	FY20 Total Obligations	FY20 Cumulative through April	FY21 Cumulative through April
Headquarters	\$3,456	\$1,638	\$1,893
NIWC LANT	\$1,904	\$826	\$913
NIWC PAC	\$1,468	\$629	\$723
Total	\$6,828	\$3,093	\$3,529

Source: FPDS-NG Contract Action Reports (\$M)

# 2.0 – Contracts Competency





## 2.0 Contract Strategy

# NIWC Atlantic Contract Strategy

## SERVICES

General, Corporate Resources/Niche  
Service Contracts, Specialized/Complex

General Services

External Contract Vehicles –  
SEAPORT/ITES (S)

NIWC Atlantic Corporate  
Resources and Niche

8a Incubator, DARPA, ATC, GIC,  
AATS , etc...

TS and Above Services &  
Specialized/Complex  
Services

Cyber Mission Engineering, MBAS  
and Corporate Ops

## SUPPLIES

General, Corporate Resources/Niche  
Supply Contracts, Specialized/Complex

General Supplies

SEWP/ITES (H)/GSA

NIWC Atlantic Corporate  
Resources and Niche

IC/IVCS, etc...

Specialized/Complex  
End Item Deliverables

Cyber Mission Systems, Corporate  
Production, and TTL

**OTHER TRANSACTION AUTHORITY**  
Information Warfare Research Project

NIWC Enterprise OTA for  
Rapid Innovation, Prototyping and Fielding



# Managing Contract Strategy for the Future



- ▼ Information Warfare Research Project (IWRP)
- ▼ C2 Replacement strategy
- ▼ CME replacement strategy
- ▼ Command Strategy
  - Ensure Contract Strategy supports Technical Strategy
    - 5G, Cloud, MBSE, DEVOPS, and NC3
- ▼ Category Management
  - Common goods/services vs DoD-centric
  - Best In Class (BIC) – Tier 3
  - SeaPort – Agency-wide Tier 1 Solution
- ▼ Req't to Consider SeaPort (NMCARS 5237)
  - To satisfy competitive service requirements
  - D&F required to negate use of SeaPort
- ▼ SAC vs MAC
  - D&F required to award single source task/delivery order contract >\$100M (HQ)

# Contract Strategy

## Requirements

### Depts. and Mj. Sponsors

#### Fleet C4I and Readiness

- PMW 120
- PMW 130
- PMW 160
- PMW 170
- PMW 740
- PMW 750/760
- PMW 770
- PMW 790
- FRD
- NAVSEA
- NAVAIR
- USCG
- Fleet Cyber
- Numbered Fleets

#### Expeditionary Warfare

- MARCORSSCOM
- SOCOM
- HQMC
- PEO Land Systems

#### Enterprise Systems

- PEO MLB
  - PMW 150 PMW 220
  - PMM 230 PMW 240
  - PMW 250 PMS 444
- PEO D&ES
  - PMW 205 PMW 280
  - PMW 260 PMW 290
  - PMW 270

- NAVSEA
- DISA
- Numerous small DON projects

#### C2ISR & Shore Integration

- Defense Health Agency
- Commander, Navy Installations Cmd.
- Marine Corps Installations Command
- Naval Air Systems Command
- Naval Facilities Engineering Command
- Defense Logistics Agency Energy

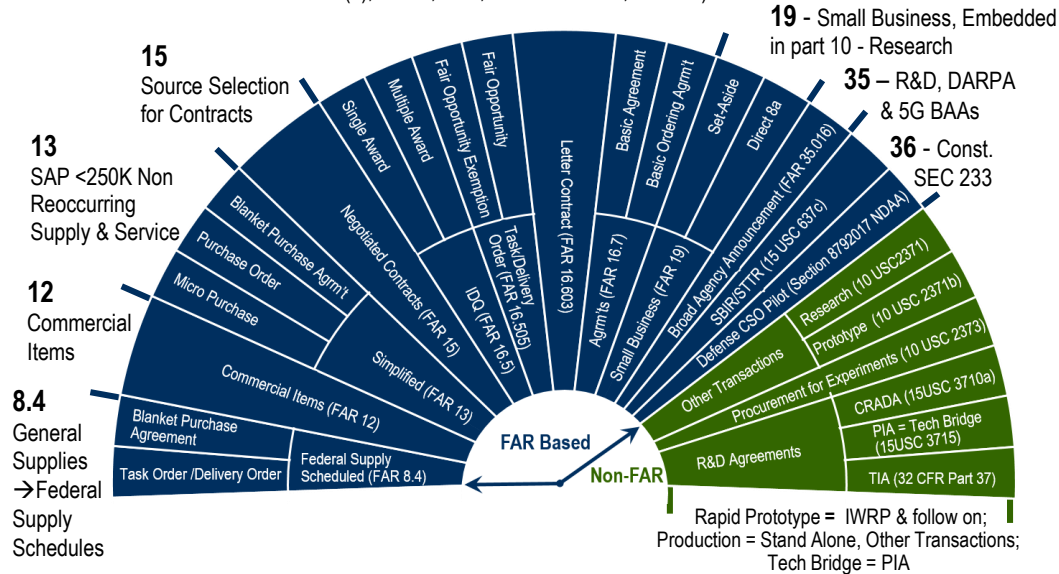
#### Science & Technology

- Defense Advanced Research Projects Agency (DARPA)
- Office of Naval Research (ONR)
- Office of the Secretary of Defense (OSD)
- Navy Tactical Exploitation of National Capabilities (TENCAP)



## Solutions Supporting the Departments and Competencies

16 IDIQ, SEAPORT NXG, GIC = Installs Afloat & Shore, Corp. Production = Kitting, Cyber (Services = CME., Solutions = CMS), C2 Supplies (MBAS, Warehouse, 8(a), AATS, ATC, SATCOM Svcs, DARPA)



## Requirements Competencies

- 1.0 Finance:** MBAS
- 2.0 Contracts:** Corporate Operations
- 3.0 Office of Counsel:** N/A
- 4.0 Log. & Life Cycle Engr.**
  - 4.1 Sustainment Engr. & Fleet Support
  - 4.3 Install. Planning & Execution - GIC
  - 4.5 Supply Chain Mgmt/Accountable Property – AbilityOne Warehousing Contract
  - 4.6 IPS & Reliability Engineering
  - 4.7 Production, Quality & Manufacturing Engr. – Corporate Production
- 5.0 Engineering**
  - 5.2 System of Systems Engineering
  - 5.4 Software Engineering
  - 5.5 Communications & Networks
  - 5.6 Data Science & Analytics – TBD
  - 5.9 Mission Assurance – ISSS Contract
- 6.0 Prog. & Proj. Mgmt.:** MBAS
- 7.0 Science & Technology:** SEWP and GSA
- 8.0 Corp. Ops:** Command Ops.

### Contract Strategy supports Technical Focus Areas Developing today for the warfighter needs of tomorrow and beyond.

**Artificial Intelligence:** 5.6 is the Command lead. Strategy is to issue an order or single award contract to acquire specialized skills in this TFA.

**Assured Communications:** 5G BAAs and IWRP OTs

**Cloud Computing:** Our primary strategy for stand alone Cloud services is to utilize the HQ Cloud BPA. Owner in the command is 5.4/5.5. Dec 2020 Navy Cloud Policy coming out of ASN RDA/DON CIO - prohibition on buying cloud services as part of a larger systems integration or support services contract - We can issue orders against any of the existing cloud vehicles, but we'd have to get PEO Digital's approval if we wanted to issue our own solicitation for a new vehicle.

**Cybersecurity:** Provides protection from unauthorized use of and/or defends electronic data, hardware, software from disruption or of the services they provide. Appropriate to acquire cybersecurity embedded in most of our acquisitions. Historically we have had a Cyber services contract (CME) and a Cyber solutions contract (CMS). Do we need to continue those? Owner in the command is 5.9 – developing there own support contract action.

**DevSecOps:** Refers to replacing siloed Development, Security and Operations to create multidisciplinary teams that collaborate with shared and efficient practices and tools. Many times these services are embedded in bigger contract actions as well. Strategy could change to modular contracting if the requirements are separated into their own action (small and more agile – iterative). Owner in the command is 5.4.

**Mobility:** Provide Wireless Technology and enterprise access for the warfighter to engage with a mobile environment and applications, anytime, anyplace. Owner in the command is 5.5. 5G BAAs?

**Model-Based Systems Engineering (MBSE):** Technologies used to support the development, management and application of virtual constructs of varying fidelity across the spectrum of systems engineering. Appropriate to acquire as an embedded requirement in other actions. 5.2 is the owner for the command.

**On-Demand Manufacturing:** Produce products and/or components, when or as they are required at the point of use, using additive and/or traditional manufacturing methods. 4.7 is the owner for the Command. Corporate Production or CMS strategy?

# 8 Technology Focus Areas (TFAs) to Achieve Technology Goals

Technology Strategy and TFA analysis drives work acceptance and lab/facility infrastructure allocations and tools.



**Artificial Intelligence:** Provide warfighters with analytics-driven, data-informed, and technology-empowered capabilities to drive decision advantages and optimal mission outcomes. (Rob Keisler)



**Assured Communications:** Addresses the demand for resilient, and sometimes covert, wired and wireless communications in degraded and/or denied environments. (Ann Rideout)



**Cloud Computing:** IT modernization and digital transformation for resilient infrastructure, platform and software services. (Kathryn Murphy/Ann Rideout)



**Cybersecurity:** Provides protection from unauthorized use of and/or defends electronic data, hardware, software from disruption or of the services they provide (Lonnie "Hank" Osborne)



**DevSecOps:** Refers to replacing siloed Development, Security and Operations to create multidisciplinary teams that collaborate with shared and efficient practices and tools. (Kathryn Murphy)



**Mobility:** Provide Wireless Technology and enterprise access for the warfighter to engage with a mobile environment and applications, anytime, anyplace (Ann Rideout)



**Model-Based Systems Engineering (MBSE):** Technologies used to support the development, management and application of virtual constructs of varying fidelity across the spectrum of systems engineering. (David Smoak)



**On-Demand Manufacturing:** Produce products and/or components, when or as they are required at the point of use, using additive and/or traditional manufacturing methods. (Steve Lariviere)

## Advancing Naval Information Warfare Through Rapid Prototyping on a Global Scale

Mission is to foster collaboration between Government, Industry and Academia to identify, develop and demonstrate the enabling technologies necessary to enhance the Navy and Marine Corps mission effectiveness in the field of Information Warfare.

**FY20 Total Prototype Awards: 88**  
(73 LANT / 13 PAC/ 2 HQ)

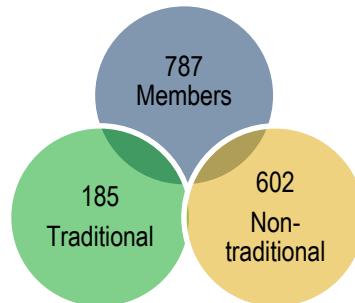
**Total Production Awards: 7**

IWRP is the first Naval Consortium to have successful prototypes transitioned to production.

## Membership Spans 38 States



Since Oct FY19 1000+ Structured collaboration engagements between industry and the Government **Become a member:**  
<https://www.theiwrp.org>

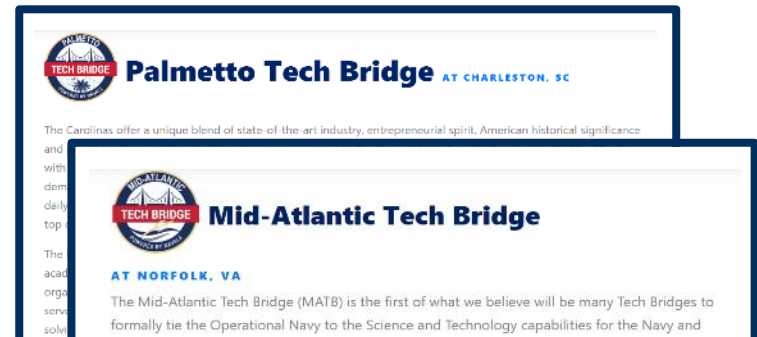


**Non-traditional Industry bases** allows access to move innovative capabilities  
76%

## Focused on scaling nontraditional agility methods across the DON workforce

NavalX serves as DON workforce "super-connector," focused on scaling nontraditional agility methods across the DON workforce.

The approach is to connect to pockets of excellence to capture and scale the methodologies being employed, increasing awareness of cross-DoD and external successes, lessons learned, and subject matter experts.















NIWC Atlantic developing a regional naval innovation ecosystems centered around the NIWC Atlantic labs that support greater collaboration with academia and industry on projects with Naval Information Warfare relevance.



# Speed to Delivery

# PALT Reductions Realized FY18-FY21

PALT Code	FY18 PALT	FY19 PALT	FY20 PALT	FY21 PALT	PALT CHANGE (days)
SVC MAC GTE\$25M	266	266	266	266	0 
SVC MAC LT\$25M	194	180	180	180	14 
SUP MAC*	115	110	96	86	29 
SAP*	115	110	75	75	40 
SAC (not pre-priced)	75	75	75	60	15 
SVC FOE (Including FOE Mods)	107	90	75	75	32 
SAC (Pre-Priced CLINs)	-	35	35	35	0 
ELA	75	75	35	35	40 
Mod – High Complex	65	60	60	40	25 
Mod – Low Complex	45	40	40	20	25 
Mod – Supply	-	-	60	40	20 
OTA	-	-	180	180	0 

\*Combined OH & Non-OH Funded in FY20

# Task/Delivery Order & IWRP Streamlining

## ▼ Task Order Streamlining Practices

- Implemented Draft RFPs and Industry Days (>\$50M)
- Developed Standardized Task Order Evaluation Plans (TOEP) & Selection Evaluation Board (SEB) Report Templates
- Piloted/implemented “limited cost realism” language and techniques

## ▼ Delivery Order (Commercial Equipment) Streamlining Practices

- Much shorter RFQ response times
- Eliminated technical evaluation for most requirements (i.e., Price only)
- e-Commerce Select pilot for Internal Equipment MACs
- Standardized RFQ template; updated and maintained on Wiki

## ▼ IWRP Streamlining Practices

- Eliminate proposal submission requirements when feasible (ex. supporting cost data)
- Leverage consortium’s analysis to the maximum extent (ex. cost analysis)
- Utilize more streamlined price analysis techniques when appropriate

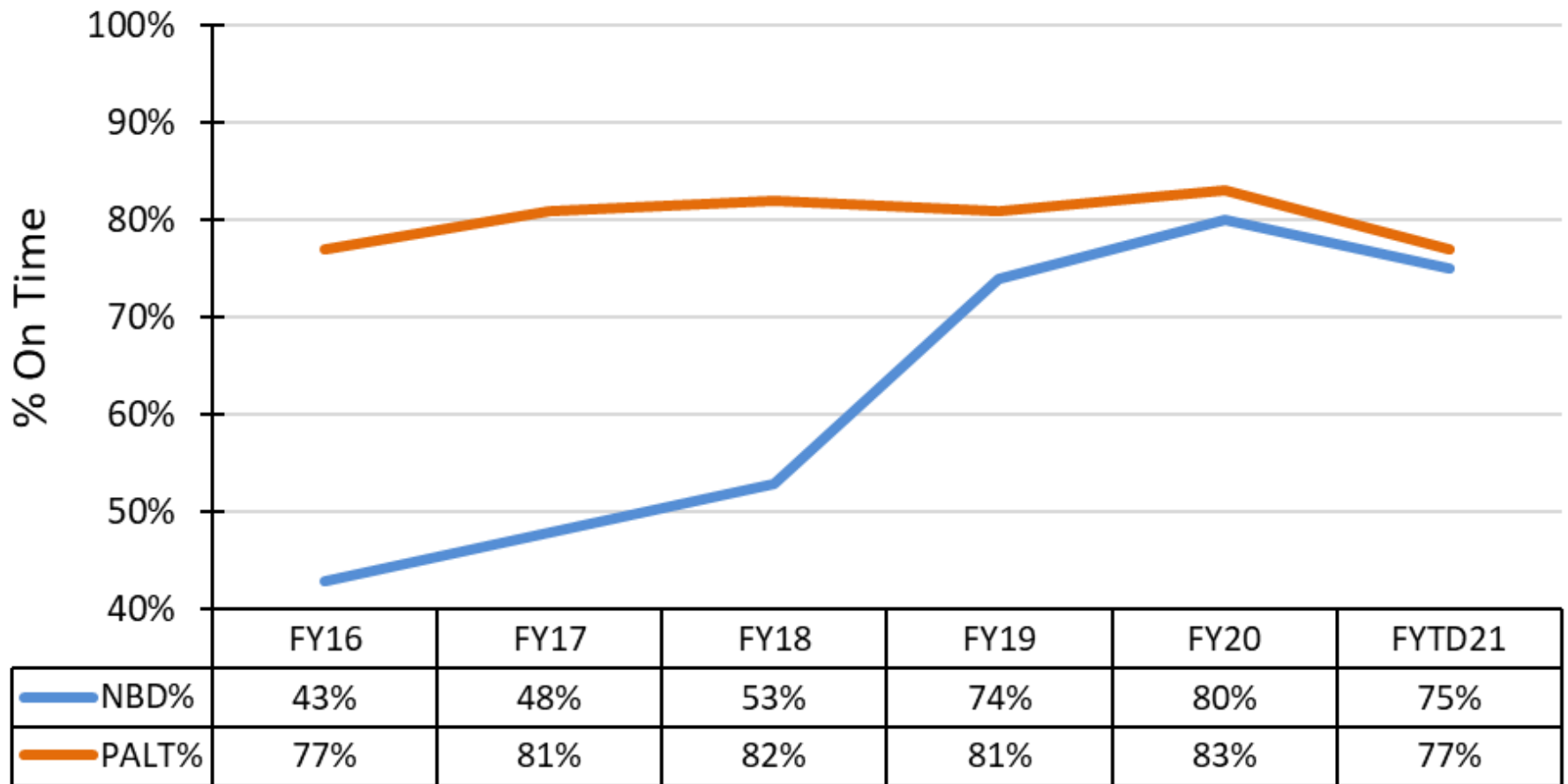
## ▼ Successful Prototypes to Production

- Utilizing OTs for Production where appropriate
- Much shorter lead team for non FAR-based actions (streamlined acquisition planning documents, lower approval thresholds, faster proposal preparation, etc.)



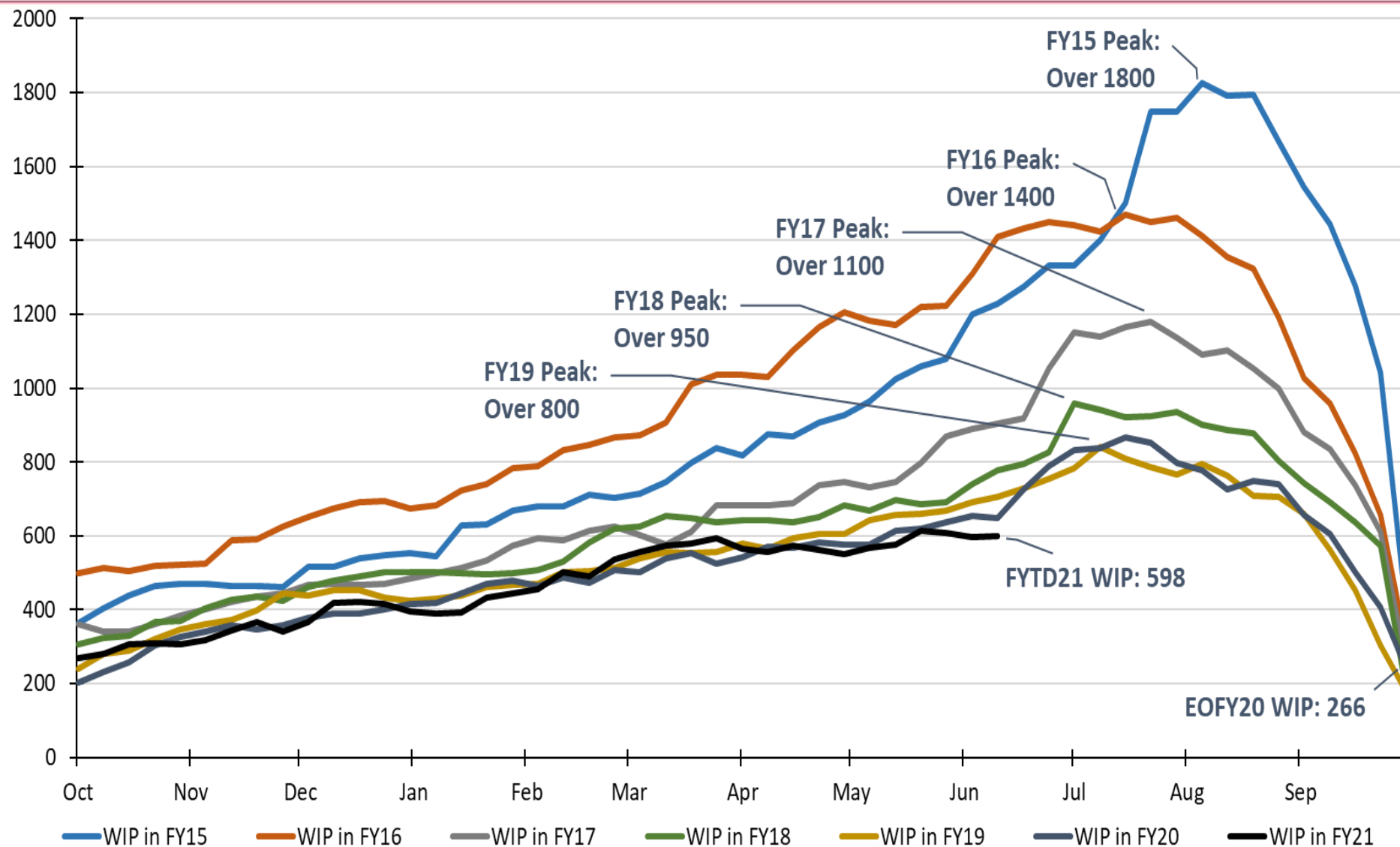
# Need By Date & PALT Metrics

Timeliness of Awards





# NIWC Atlantic Year-over-Year WIP



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# COVID-19 Successes

## 2.0 Strength in Support of COVID-19

### ▼ Achieving RDA Intent

- Enabled a leaned-in approach to maximizing and approving telework for contractors
- Authorized CORs to task on-site support contractors to report daily health status vs. PCOs issuing administrative modifications
- Established a centralized communication group to address all COVID-19 related contractual issues; published FAQs internally and externally
- Maintained early and frequent contractor engagement to include posting forecasts and draft RFPs, and holding virtual industry days, CIC and SBIOI
- Conducted virtual evaluation boards

### ▼ COVID Actions

- OT - Supply Chain Illumination tool
- Purchase card buys for PPE
- Acquisition Assistance to FEMA for the supply of PPE



### ▼ No Negative Effects of COVID-19 with Total PRs Awarded and Funds Obligated Exceeding Both FY18 & FY19 Levels Over Same Timeframe



# Industry Forecast Report



# Naval Information Warfare Center Atlantic

**Fleet C4I and Readiness (PMW 100s and 700s)**  
**Division 221**

Todd Rollins

# Fleet C4I and Readiness Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Fleet C4I & Readiness - ENTERPRISE SYSTEMS - Afloat Applications Division	1300901750	>=\$10M, <\$50M	Seaport NxG	Feb 2022	TBD	MFOM Sustainment
Fleet C4I & Readiness - ENTERPRISE SYSTEMS - Afloat Applications Division	1300889192	>=\$10M, <\$50M	Seaport NxG	Dec-2021	TBD	ISEA Business Applications Support
Fleet C4I & Readiness - IA & Navy Cyber Security Division (PMW 130)	1300914863	>=\$50M, <\$100M	Seaport NxG	Aug-2022	TBD	Computer Network Defense
Fleet C4I & Readiness - IA & Navy Cyber Security Division (PMW 130)	1300887921	>=\$10M, <\$50M	Seaport NxG	Jun-2022	TBD	Crypto and KM Systems Engineering and ISEA
Fleet C4I & Readiness - Navy Afloat Network Division (PMW 160)	1300886448	>=\$50M, <\$100M	Seaport NxG	Jul-2021	UNRESTRICTED	Integrated Product Support (IPS), for Command, Control, Communications, Computers, Combat Systems, Cyber, and Intelligence (C6I) Systems
Fleet C4I & Readiness - Navy Afloat Transport & Navigation Division (PMW 170 )	1300932895	>=\$10M, <\$50M	Seaport NxG	Nov-2021	TBD	SOFTWARE DEFINED RADIO SOLUTIONS (SDRS) INTEGRATED PRODUCT TEAM (IPT) TECHNICAL SUPPORT

# Fleet C4I and Readiness Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Fleet C4I & Readiness - Surface Ship Integration Division (PMW 750/760)	1300897836	>=\$10M, <\$50M	Seaport NxG	Aug-21	SBSA	IVCS Services Support
Fleet C4I & Readiness - Surface Ship Integration Division (PMW 750/760)	1300879677	>=\$10M, <\$50M	Seaport NxG	Jul-2021	UNRESTRICTED	Future Ships Project Support
Fleet C4I & Readiness - Submarine Integration Division (PMW 770)	1300709314	>=\$50M, <\$100M	Seaport NxG	Jul 2021	TBD	Subopauth Technical Support



# Naval Information Warfare Center Atlantic

## Expeditionary Warfare/ Enterprise Systems/Non-Department Division 222

Erica Smoak



# Expeditionary Warfare (ExW) Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300877224	>=\$100M, <\$250M	Seaport NxG	Jan-2022	UNRESTRICTED	Intel Analysis
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300868972	>=\$10M, <\$50M	Seaport NxG	May-2021	UNRESTRICTED	Technical Control & Analysis Center (TCAC) SCI
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300910058	>=\$10M, <\$50M	Seaport NxG	Nov-2021	TBD	MARINE CORPS INTELLIGENCE ENGINEERING SUSTAINMENT SUPPORT
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300868974	>=\$50M, <\$100M	Seaport NxG	Oct-2021	SBSA	Tactical Signals Intelligence (SIGINT) Collection System (TSCS)/Communication Emitter Sensing & Attacking System (CESAS)/Marine Air Ground Task Force Electronic Warfare Ground Family of Systems (MEGFoS) SCI

# Enterprise Systems (ES) Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
ENTERPRISE SYSTEMS - Enterprise Business Systems (EBS)	1300917101	>=\$10M, <\$50M	Seaport NxG	Nov-2021	TBD	Program Executive Office (PEO) Digital Enterprise Services (DES) Sustainment Engineering and Modernization Support

# Non-Department Work Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Corporate Operations (8.0)	1300925341	>=\$10M, <\$50M	GSA	Dec-2021	TBD	Alarm Systems and Critical Asset Monitoring



# Naval Information Warfare Center Atlantic

## Shore C2ISR and Integration Division 223

Audrey Orvin

# Shore C2ISR and Integration Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Shore C2ISR & Integration - Air Traffic Control Engineering	1300917282	>=\$10M, <\$50M	ATC Engineering and Technical Support	Jun-2021	UNRESTRICTED	CM-300/350 (V2) Radio Replacement and Document Development
Shore C2ISR & Integration - Air Traffic Control Engineering	1300922562	<\$5M	ATC Engineering and Technical Support	Jun-2021	UNRESTRICTED	Site UPS integration for AN/GPN-30 Digital Airport Surveillance Radar (DASR) radar systems
Shore C2ISR & Integration - Air Traffic Control Engineering	1300820835	<\$5M	ATC Engineering and Technical Support	Jun-2021	UNRESTRICTED	Kuwait Towers Services
Shore C2ISR & Integration - Defense Health Information Technology	1300703695	>=\$100M, <\$250M	Seaport NxG	May-2022	TBD	Cyber Security Service Provider Services for IaaS, PaaS

# Shore C2ISR and Integration Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Shore C2ISR & Integration - Defense Health Information Technology	1300906114	>=\$100M, <\$250M	Seaport NxG	Jul-2021	TBD	Defense Health Readiness Engineering Support
Shore C2ISR & Integration - Force Protection Solutions	1300821720	<\$5M	Seaport NxG	Oct-2021	TBD	NAVCONBRIG Sustainment, Miramar/Pearl Harbor
Shore C2ISR & Integration - Force Protection Solutions	1300917725	<\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Jun-2021	SBSA	Master (MST) Multiple (MUL) U.S. Marine Corp (USMC) Electronic Security Systems (ESS) Outside the continental US (OC) FY21
Shore C2ISR & Integration - Force Protection Solutions	1300918393	<\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Jul-2021	SBSA	Master (MST) Multiple (MUL) U.S. Marine Corp (USMC) Electronic Security Systems (ESS) West Coast (WC) FY21
Shore C2ISR & Integration - Force Protection Solutions	1300918557	>=\$5M , <\$10M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Jul-2021	SBSA	Master (MST) Multiple (MUL) U.S. Marine Corp (USMC) Electronic Security Systems (ESS) East Coast (EC) FY21

# Shore C2ISR and Integration Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Shore C2ISR & Integration - Force Protection Solutions	1300915950	<\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Jun-2021	SBSA	NCR Operations Facility ESS Upgrades
Shore C2ISR & Integration - Force Protection Solutions	1300915949	<\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Jun-2021	SBSA	Executive Access Control Upgrades
Shore C2ISR & Integration - Force Protection Solutions	1300916021	<\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Jun-2021	SBSA	Federal Building Operations ESS Upgrades

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# Questions ?